

SEPTEMBER DELIVERY
SALEM TEAR TAPE
DONAHUE TOBACCO CO.

September Drive Period 709 / Promotion #701497

PROMOTION DESCRIPTION: EACH DISPLAY CONTAINS 40 .30¢ OFF PER PACK OFFERS (4 CARTONS). PACK AND SHIP ONE (1) DISPLAY, ALONG WITH ANY ADDITIONAL PRODUCT REQUIRED, AS INDICATED ON THE ATTACHED CUSTOMER LIST.

DISPLAY LOAD (4 CARTONS):

1 CARTON EACH:

SALEM FULL FLAVOR
SALEM LIGHT
SALEM FULL FLAVOR 100
SALEM LIGHT 100

**RETAILER NEEDS TO MAINTAIN SALEM 40-PACK DISPLAY FOR OCTOBER DRIVE PERIOD
(INCLUDE A COPY OF THE ENCLOSED 'RETAILER LETTER'
IN EACH DISPLAY SHIPPED TO RETAIL)**

PO #090297

<u>UPC Code</u>	<u>SALEM BRAND STYLE</u>	<u>#/ (6M) Cases @ .30¢ Off</u>
12300-24194	Full Flavor	1
12300-24196	Light	1
12300-24195	Full Flavor 100	1
12300-24197	Light 100	1

*Released
Shipment*

Product / Premium Arrival: September 2, 1997

Ship Date to Retail: Week of: September 8, 1997

EFT \$ Amount: \$1,438.48

Non-EFT \$ Amount: \$N/A

**R. J. REYNOLDS' SALES PERSONNEL WILL ISSUE .30¢ / PACK PAYMENT TO
RETAILERS AT STORE LEVEL.**

SEPTEMBER DELIVERY

51845 7769

OCTOBER DELIVERY
SALEM TEAR TAPE
DONAHUE TOBACCO CO.

October Drive Period 709 / Promotion #701497

PROMOTION DESCRIPTION: UTILIZE THE SEPTEMBER CUSTOMER LIST TO SHIP THE APPROPRIATE NUMBER OF SALEM \$3.00 OFF / CARTONS PER BRAND STYLE AS INDICATED. RETAILER WILL LOAD PRODUCT INTO THE 4-CARTON DISPLAY WHICH WAS SHIPPED WITH SEPTEMBER DRIVE PERIOD.

PO #100697

<u>UPC Code</u>	<u>SALEM</u> <u>BRAND STYLE</u>	<u>#/ (6M) Cases</u> <u>@ .30¢ Off</u>
12300-24194	Full Flavor	1
12300-24196	Light	1
12300-24195	Full Flavor 100	1
12300-24197	Light 100	1

*Refused
Shipment*

Product Arrival: **October 6, 1997**

(No Displays will be shipped)

Ship Date to Retail: **Week of: October 13, 1997**

EFT \$ Amount: **\$1,438.48**

Non-EFT \$ Amount: **\$N/A**

R. J. REYNOLDS' SALES PERSONNEL WILL ISSUE .30¢ / PACK PAYMENT TO RETAILERS AT STORE LEVEL.

OCTOBER DELIVERY

51845 7770

GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT

09/22/97

ACCOUNT NUMBER: 160600	DONOHUE CANDY & TOB.
VOUCHER NUMBER: 15370909	114 MIDDLE AVE
DATE WRITTEN: 09/22/97	SARATOGA SPRINGS , NY 128
STATUS: PAID	
AMOUNT PAID: 28.00	SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
'97 VAP PK & SHP	2.00	28.00

EXPLANATION: SALEM TEAR TAPE #701497: SEPTEMBER/OCTOBER/SR 162302

51845 7771